

Department of Small and Local Business Development



CERTIFIED BUSINESS ENTERPRISE PROGRAM

















OUR MISSION

The **Department of Small and Local Business Development (DSLBD)**supports the development, economic growth, and retention of
District-based businesses, and promotes economic development
throughout the District's commercial districts.

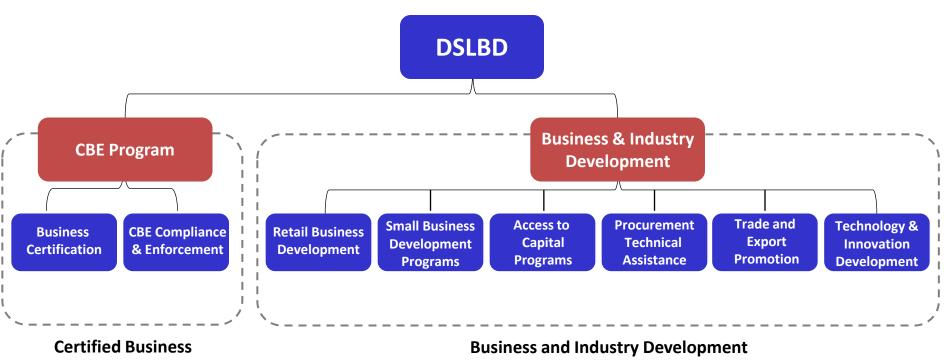
OUR VISION

DSLBD envisions a business environment in which:

- 1) DC businesses are connected in real-time with local, federal, and global business opportunities;
- 2) Small businesses can navigate government quickly, confidently, and effectively; and,
- Every entrepreneur and small business with a great idea and a great plan has the capital to make it happen.



DSLBD is comprised of 2 organizational divisions and 8 program areas that work collaboratively to support small and local businesses.

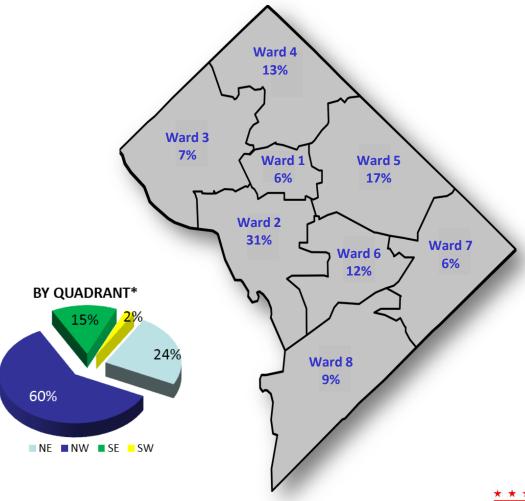


Certified Business
Enterprise (CBE) Program



- The Business Certification Division evaluates businesses headquartered in the District to determine their eligibility to become a Certified Business Enterprise (CBE).
- The DC Government directs spending to CBEs, and they in turn support and contribute to job creation and the strengthening of the local economy.
- The CBE Program provides contracting preference for local businesses so they can better compete for DC Government contracts and procurement opportunities.

PERCENT OF CERTIFIED BUSINESS ENTERPRISES BY WARD*





Businesses may be certified in any of the following categories; however, only a maximum of 12 points that can be applied toward any contract award. In evaluating requests for bids (RFB), contracting personnel apply a percentage reduction in price according to CBE designation. In evaluating requests for proposals (RFP), contracting personnel apply points to proposal evaluations according to CBE designation. DSLBD also certifies joint ventures, which are project specific, and vendors in the CBE Certification Program.

Certification Categories	Authority	<u>Preference</u>	# of CBEs (as of 8/13/13)	% of CBEs by Category (as of /8/13/13)
Local Business Enterprise (LBE)	§2-218.31 27 DCMR 802	2 or 2%	1131	100%
Small Business Enterprise (SBE)	§2-218.32	3 or 3%	1071	95%
Disadvantaged Business Enterprise (DBE)	§2-218.33 27 DCMR 803	2 or 2%	628	56%
Resident Owned Business (ROB)	§2-218.35 27 DCMR 804	5 or 5%	572	51%
Development Zone Enterprise (DZE)	§2-218.37	2 or 2%	619	55%
Longtime Resident Business (LRB)	§2-218.36 27 DCMR 805	5 or 10%	94	8%
Veteran Owned Business (VOB)	§2-218.38	2 or 0%	48	4%
Local Manufacturing Business Enterprise (LME)	§2-218.39	2 or 0%	2	0%
Joint Venture Certifications (JV)	§2-218.39a 27 DCMR 811	Varies	66	N/A



Local Business Enterprise (LBE) Definition

- Principal office physically located in the District
- Chief executive officer and highest level managerial employees maintain their offices and perform their managerial functions in the District
- Meets one of the four following standards:
 - More than 50% of the assets, excluding bank accounts, are located in the District;
 - More than 50% of the employees are residents of the District;
 - The owners of more than 50% of the business enterprise are residents of the District; or
 - More than 50% of the total sales or other revenues are derived from transactions in the District
- Is properly licensed under DC law
- Is subject to tax under DC law (Chapter 18 of Title 47)

Note: Virginia Small, Women-owned, and Minority-owned Business (SWaM) certified businesses are not eligible for CBE certification. Site visits are conducted within the Washington Metropolitan area to verify that the firm meets the local business enterprise definition.



CBE Program: Principal Office Definition

- Primary office based upon the **totality** of the business activities in which routine and essential business functions occur, such as:
 - Bookkeeping and recordkeeping
 - Payroll maintenance
 - Receipt of business telephone calls
 - Receipt of correspondence
 - Storage of books and records
 - Directing, controlling, and coordinating activities and policies by officers, principals, and managers
- In order to be considered a principal office, the applicant must:
 - Own or lease office for a minimum of 12 months.
 - If the applicant owns or leases other locations, the applicant shall have no more employees reporting to or working from any single location outside of the District than the employees working from principal office.
 - In addition, all signage and/or printed material for the business must display the principal office location.



Small Business Enterprise (SBE) Definition

- Is a local business enterprise
- Is independently owned, operated, and controlled
- Meets the U.S. Small Business Administration definition of a small business concern under the Small Business Act (http://www.sba.gov/content/am-i-small-business- concern); or
- Has average annualized gross receipts for prior 3 years not exceeding the following limits:

_	Construction, Heavy (Street and Highways, Bridges, etc.)	\$23M
_	Construction, Building (General Construction, etc.)	\$21M
_	Construction, Specialty Trades	\$13M
_	Goods & Equipment	\$20M
_	General Services	\$19M
_	Professional Services, Personal Services	\$5M
	(Hotel, Beauty, Laundry, etc.)	
_	Professional Services, Business Services	\$10M
_	Professional Services, Health & Legal Services	\$10M
_	Professional Services, Health Facilities Management	\$19M
_	Manufacturing Services	\$10M
_	Transportation & Hauling Services	\$13M
 ed 11/5	Financial Institutions DSLBD Certified Business Enterprise (CBE) Program	\$300M



Disadvantaged Business Enterprise (DBE) Definition

- Is a local business enterprise and
- Is more than 50% owned, operated, and controlled by <u>socially and economically</u> <u>disadvantaged individuals</u>
 - An individual is socially disadvantaged if the individual has reason to believe that
 the individual has been subjected to prejudice or bias because of his or her
 identity as a member of a group without regards to his or her qualities as an
 individual.
 - An individual whose ability to compete in the free market system is impaired because of diminished opportunities to obtain capital and credit as compared to others in the same line of business where such impairment is related to the individual's status as economically disadvantaged.

Note: The personal net worth of the applicant seeking DBE certification must be less than \$1,000,000, excluding the value of his/her primary residence and value of his/her ownership interest in the CBE.



CBE Program: ROB DZE and LRB Descriptions

Resident Owned Business (ROB) Enterprise Definition

- Is a local business enterprise and
- Owned by individual who is, or majority of individuals who are, subject to personal income tax *solely* in the District.

Local Business with Principle Office Located in an Enterprise Zone (DZE) Definition

- Is a local business enterprise
- Principal offices are located in designated enterprise zones in the District
 - Enterprise Zones are areas of the city that are targeted by law for increased economic development activity

Longtime Resident Business (LRB) Enterprise Definition

- Is a local business enterprise
- Has been continuously eligible for certification as a local business enterprise for 20 consecutive years
- Or is a small business enterprise that has been continuously eligible for certification as a local business enterprise for 15 consecutive years.



CBE Program: VOB and LME Descriptions

Veteran-Owned Business (VOB) Definition

- Is a local business enterprise;
- Meets the definition of a small business enterprise;
- Is not less than 51% owned and operated by one or more veterans (as defined in 38 U.S.C.S. 101 (2)); Veteran means a person who served in the active military, naval, or air service, and who was discharged or released therefore under conditions other than dishonorable;
- In the case of any publicly owned business, not less than 51% of the stock which is owned by one or more veterans; and
- One or more veterans control the management and daily operations

Local Manufacturing Business (LMB) Definition

- Is a local business enterprise;
- Makes a product through a process involving raw materials, components, or assemblies, usually on a large scale with different operations divided among different workers;
- Has an annual revenue of \$2 million or more in the manufactured product;
- Has its principal location of manufacturing in the District.



CBE Program: Checklists of Required

Documents (1 of 5)

Sole Proprietor:

- Basic Business License issued by the Department of Consumer and Regulatory Affairs or professional/occupational license(s)
- Certificate of occupancy or home occupation permit
- Certificate of Clean Hands (formerly Good Standing) or Notice of Tax Registration issued by Office of Tax and Revenue (no older than 6 months)
- Company capability statement, including a brief description of products or services
- Personal or Business District or state and federal tax returns, last three years, and all schedules (signed)
- Federal Employer ID Number (FEIN) confirmation notice from the Internal Revenue Service (IRS)
- Dun & Bradstreet number (DUNS)
- Current financial statement Balance Sheet, Profit and Loss Statement, and Fixed Asset Inventory (no older than the 90-day period prior to the application date)
- Lease or deed for business site (signed)
- Most recent Form UC-30 (Employer's Quarterly Contribution and Wage Report- if applicable)
- List of Current Employees (including name and home address for each employee)
- Resumes of key personnel



CBE Program: Checklists of Required Documents (2 of 5)

Partnership:

- Company capability statement, including a brief description of product or service
- Basic Business License issued by the Department of Consumer and Regulatory Affairs or professional/occupational license(s)
- Certificate of Clean Hands (formerly Good Standing) or Notice of Tax (no older than 6 months)
- Certificate of Good Standing issued by Department of Consumer and Regulatory Affairs (no older than 6 months)
- Certificate of occupancy or home occupation permit
- District or state and federal tax returns for each partner, or Business Partnership Tax Returns, last three years, and all schedules (signed)
- Federal Employer ID Number (FEIN) confirmation notice from the Internal Revenue Service (IRS)
- Dun & Bradstreet number (DUNS)
- Current financial statement Balance Sheet, Profit and Loss Statement, and Fixed Asset Inventory (no older than the 90-day period prior to the application date)
- Lease or deed for business site (signed)
- Partnership agreement, buy-out rights and profit sharing agreement
- Most recent Form UC-30 (Employer's Quarterly Contribution and Wage Report- if applicable)
- List of Current Employees (including name and home address for each employee)
- Resume for each partner

Revised 11/5/13





CBE Program: Checklists of Required Documents (3 of 5)

Corporation:

- Articles of incorporation
- Basic Business License issued by the Department of Consumer and Regulatory Affairs or professional/occupational license(s)
- By-laws of corporation and any amendment(s)
- Certificate of incorporation
- Certificate of occupancy or home occupation permit
- Company capability statement, including a brief description of products or services
- Business District or state and federal tax returns, last three years, and all schedules (signed)
- Current financial statement Balance Sheet, Profit and Loss Statement, and Fixed Asset Inventory (no older than the 90-day period prior to the application date)
- Federal Employer ID Number (FEIN) confirmation notice from the Internal Revenue Service (IRS)
- Dun & Bradstreet number (DUNS)
- Lease or deed for business site (signed)
- Minutes of first and most recent organizational meeting
- Certificate of Clean Hands (formerly Good Standing) or Notice of Tax (no older than 6 months)
- Certificate of Good Standing issued by Department of Consumer and Regulatory Affairs (no older than 6 months)
- Most recent Form UC-30 (Employer's Quarterly Contribution and Wage Report- if applicable)
- List of Current Employees (including name and home address for each employee)
- Resumes of key personnel





CBE Program: Checklists of Required Documents (4 of 5)

Limited Liability Company (LLC):

- Articles of organization
- Operating agreement
- Basic Business License issued by the Department of Consumer and Regulatory Affairs or professional/occupational license(s)
- Certificate of organization
- Certificate of occupancy or home occupation permit
- Company capability statement, including a brief description of products or services
- Business District or state and federal tax returns, last three years, and all schedules (signed)
- Current financial statement Balance Sheet, Profit and Loss Statement, and Fixed Asset Inventory (no older than the 90-day period prior to the application date)
- Federal Employer ID Number (FEIN) confirmation notice from the Internal Revenue Service (IRS)
- Dun & Bradstreet number (DUNS)
- Lease or deed for business site (signed)
- Certificate of Clean Hands (formerly Good Standing) or Notice of Tax Registration issued by Office of Tax and Revenue (no older than 6 months)
- Certificate of Good Standing issued by Department of Consumer and Regulatory Affairs (no older than 6 months)
- Most recent Form UC-30 (Employer's Quarterly Contribution and Wage Report- if applicable)
- List of Current Employees (including name and home address for each employee)
- Resumes of key personnel





CBE Program: Checklists of Required Documents (5 of 5)

Disadvantaged Business Enterprise (DBE):

- DBE Form (Notarized)
- DBE Narrative Letter (on business letterhead, signed and dated)
- Submit personal District or state and federal tax returns for the last year (signed)
- Personal Financial Statement

Resident Owned Business (ROB):

- Residential lease (minimum 12 months) or deed
- Submit personal income tax returns for solely the District for the last year (signed)—required for eligibility
- Proof of residency of principal owner(s) (e.g. copy of driver's license or DMV picture ID **AND** copy of current residential utility bill or voter registration card)

Local Business with a Principal Offices Located within an Enterprise Zone (DZE):

Verification from the Enterprise Zone Finder Map (please verify at http://lsdbe.dslbd.dc.gov/public/ezl/)

Longtime Resident Business (LRB):

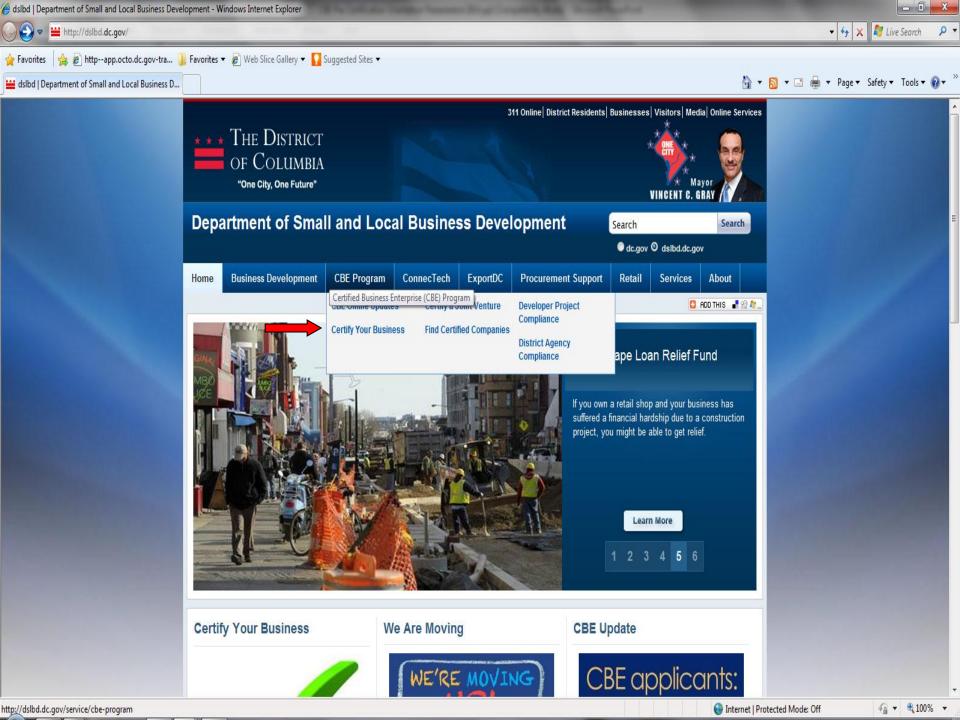
Submit proof that business has filed twenty (20) or fifteen (15) years (for SBE) of District tax returns as proof of
continuous eligibility. The submission of certification approval letters issued by DSLBD can also be used as proof
of continuous eligibility.

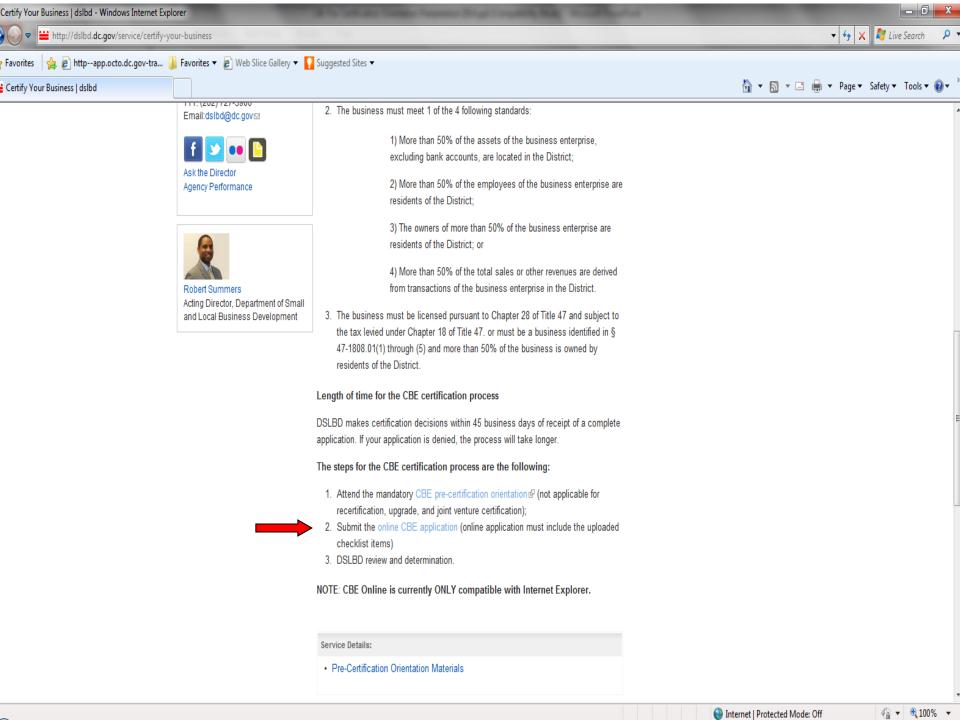
Veteran Owned Business (VOB):

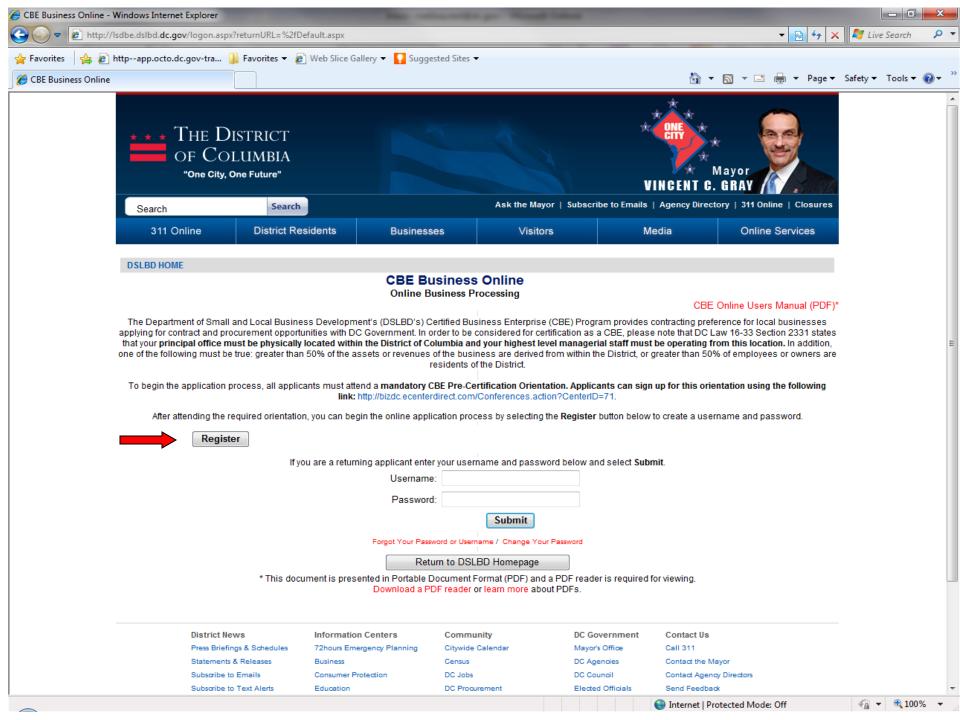
Submit proof of DD Form 214 Certificate of Release or Discharge from Active Duty

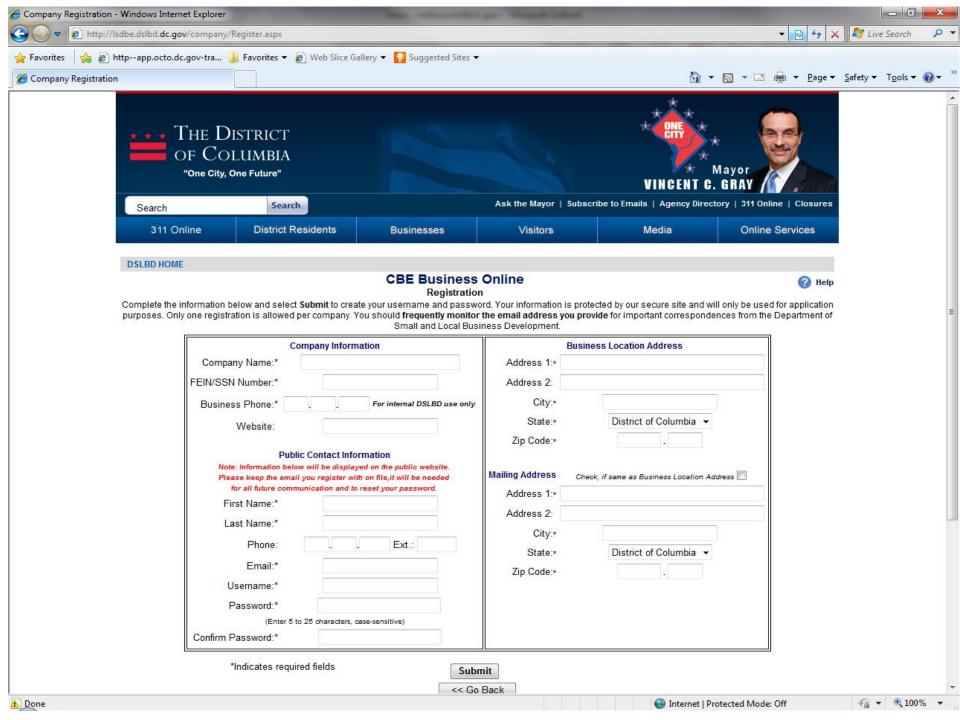
All Businesses Less Than One Year Old:

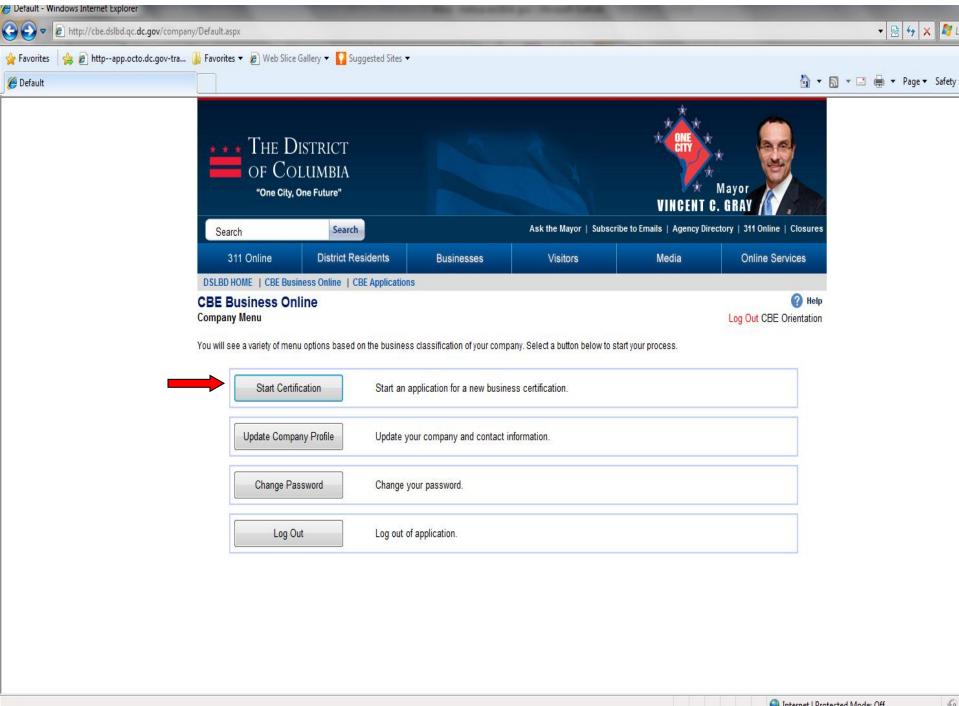
- Business Plan
- Proof of capital injection (e.g. current bank statement)











DSLBD HOME | CBE Business Online | CBE Applications

Create New CBE Application

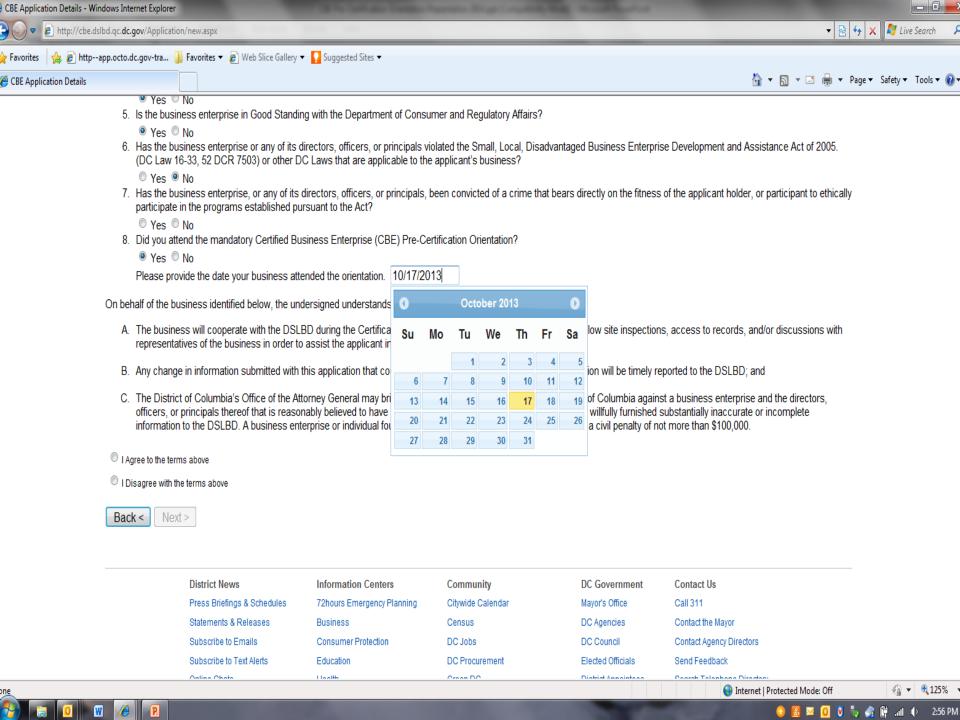
CBE Program Terms and Conditions

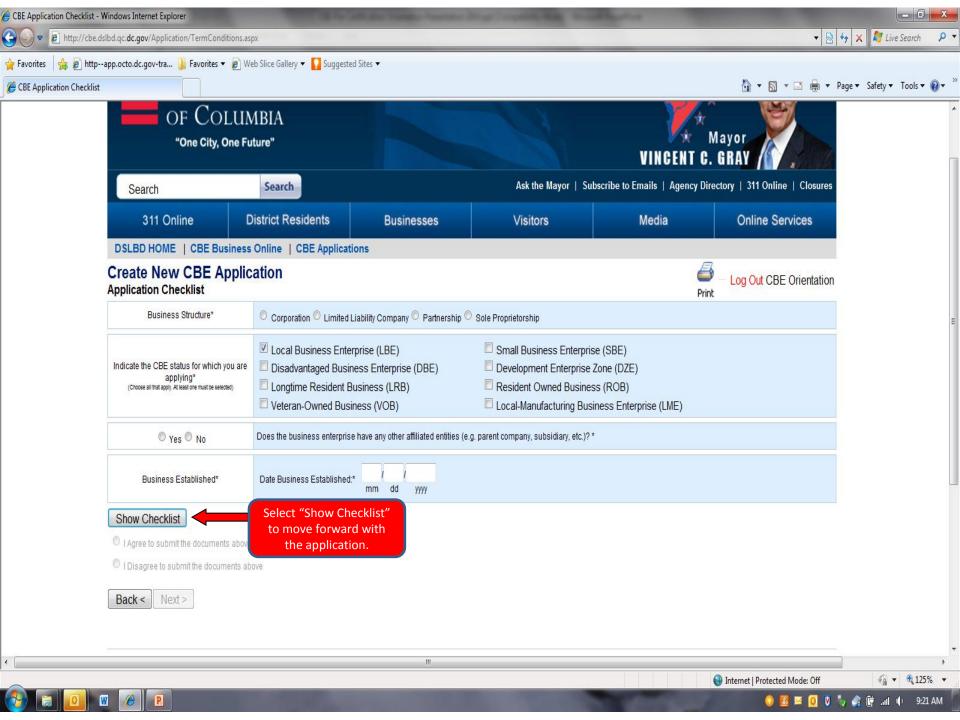


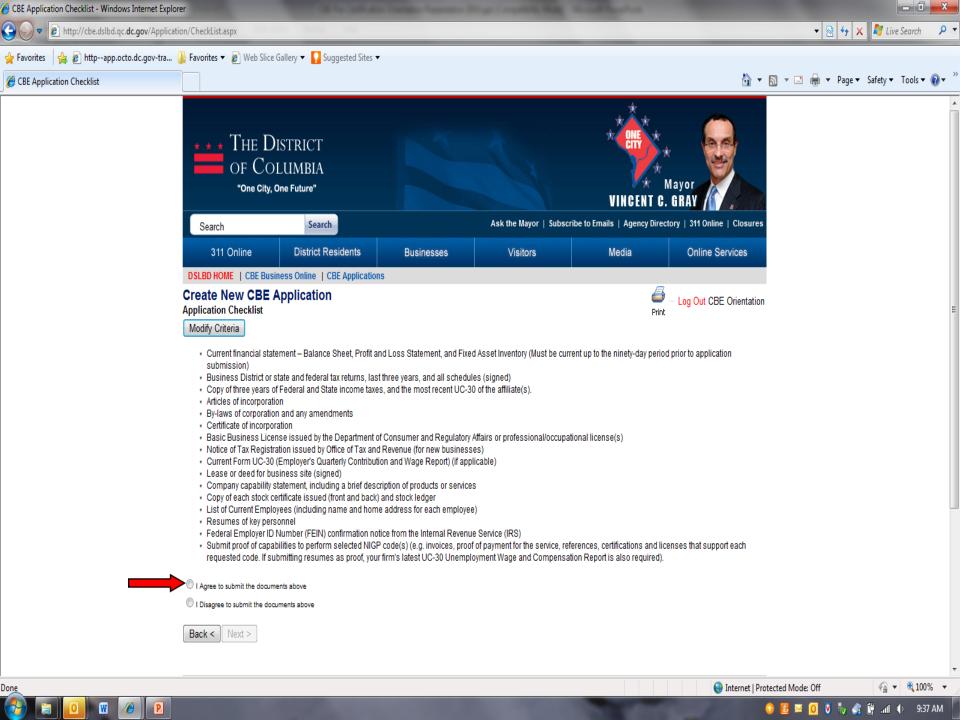
This Certification application is being submitted pursuant to the Small, Local, and Disadvantaged Business Enterprise Development and Assistance Act of 2005, as amended,

(D.C.	Law 16-33; D.C. Official Code § 2-218.01 et seq), and applicable regulations;
1	. Is the business headquartered in the District of Columbia?
2	Yes No Does the CEO and the highest level managerial employees maintain offices and perform their managerial functions in the District?
2	○ Yes ○ No
3	. Is the business certified with Virginia's Small, Women-owned, and Minority-owned Business (SWaM) certification program? © Yes © No
4	. Is the business enterprise in Good Standing with the Office of Tax and Revenue?
	○ Yes ○ No
5	. Is the business enterprise in Good Standing with the Department of Consumer and Regulatory Affairs?
	O Yes O No
0	. Has the business enterprise or any of its directors, officers, or principals violated the Small, Local, Disadvantaged Business Enterprise Development and Assistance Act of 2005. (DC Law 16-33, 52 DCR 7503) or other DC Laws that are applicable to the applicant's business?
-	○ Yes ○ No
/	. Has the business enterprise, or any of its directors, officers, or principals, been convicted of a crime that bears directly on the fitness of the applicant holder, or participant to ethically participate in the programs established pursuant to the Act?
	○ Yes ○ No
8	. Did you attend the mandatory Certified Business Enterprise (CBE) Pre-Certification Orientation? © Yes © No
On be	ehalf of the business identified below, the undersigned understands and/or agrees to the following:
A	. The business will cooperate with the DSLBD during the Certification process and, if required by the DSLBD, will allow site inspections, access to records, and/or discussions with representatives of the business in order to assist the applicant in fulfilling the application requirements;
В	. Any change in information submitted with this application that could affect the eligibility if the business for Certification will be timely reported to the DSLBD; and
С	. The District of Columbia's Office of the Attorney General may bring civil action in the Superior Court of the District of Columbia against a business enterprise and the directors, officers, or principals thereof that is reasonably believed to have obtained Certification by fraud or deceit or to have willfully furnished substantially inaccurate or incomplete information to the DSLBD. A business enterprise or individual found guilty in such a proceeding shall be subject to a civil penalty of not more than \$100,000.
• © I	Agree to the terms above
© 11	Disagree with the terms above
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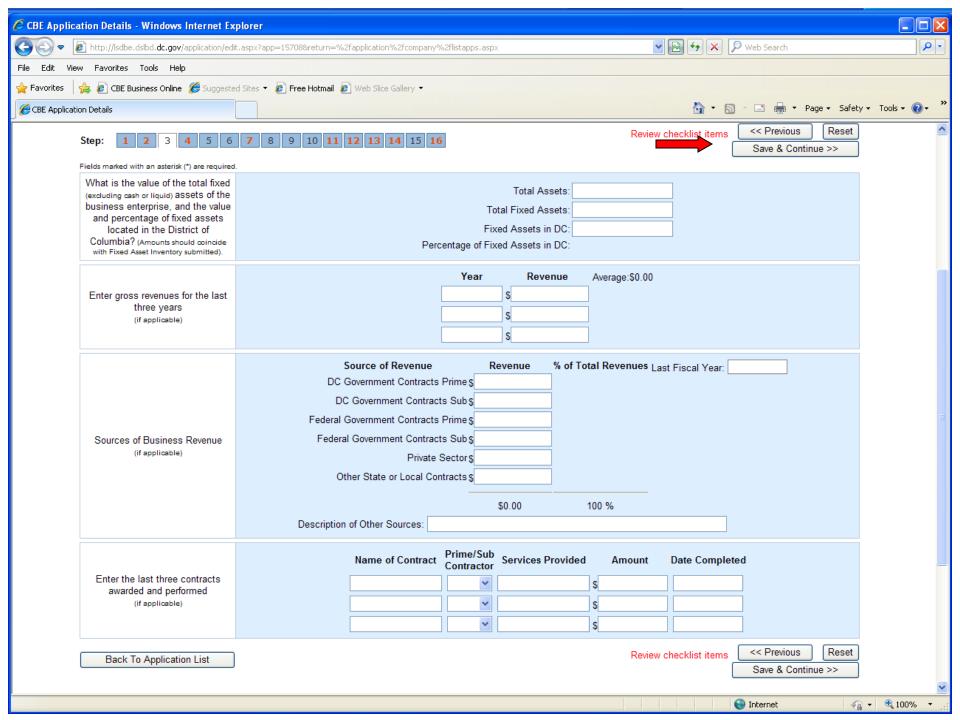


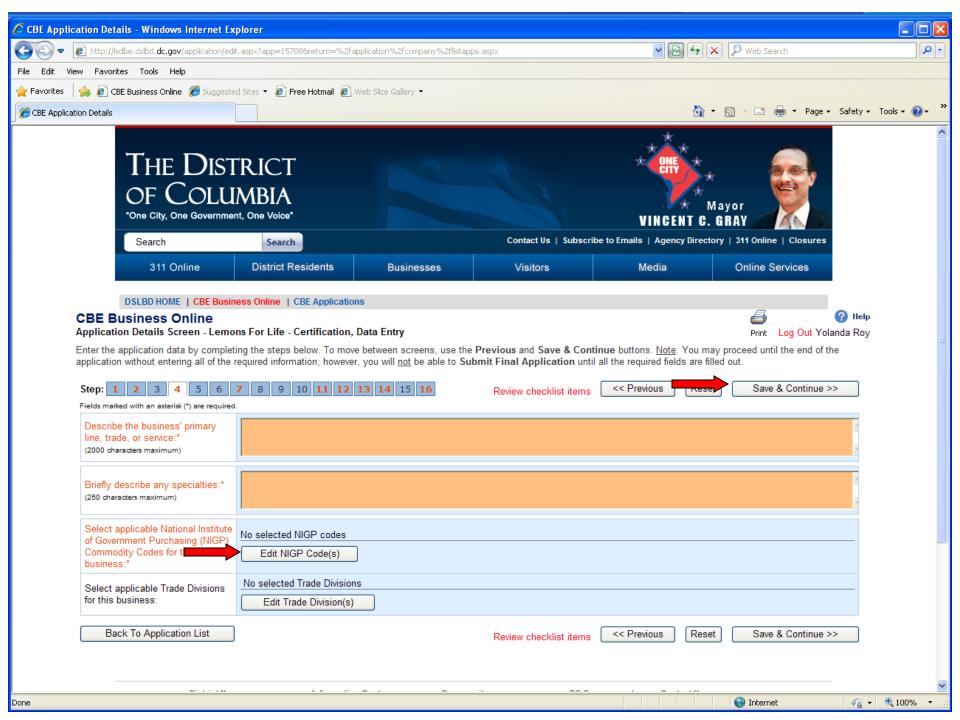


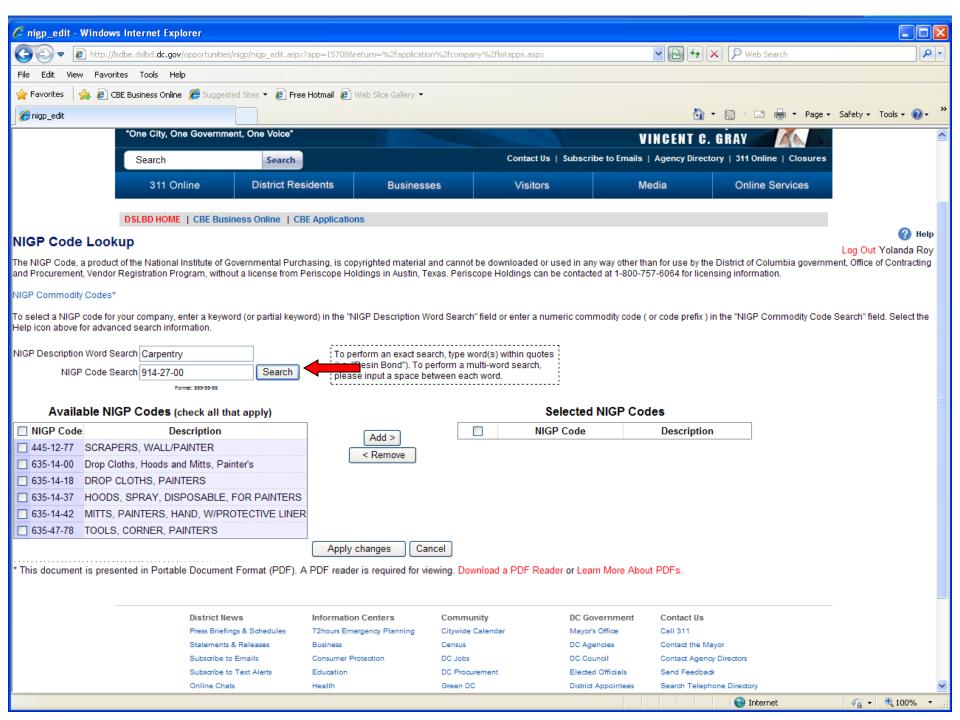


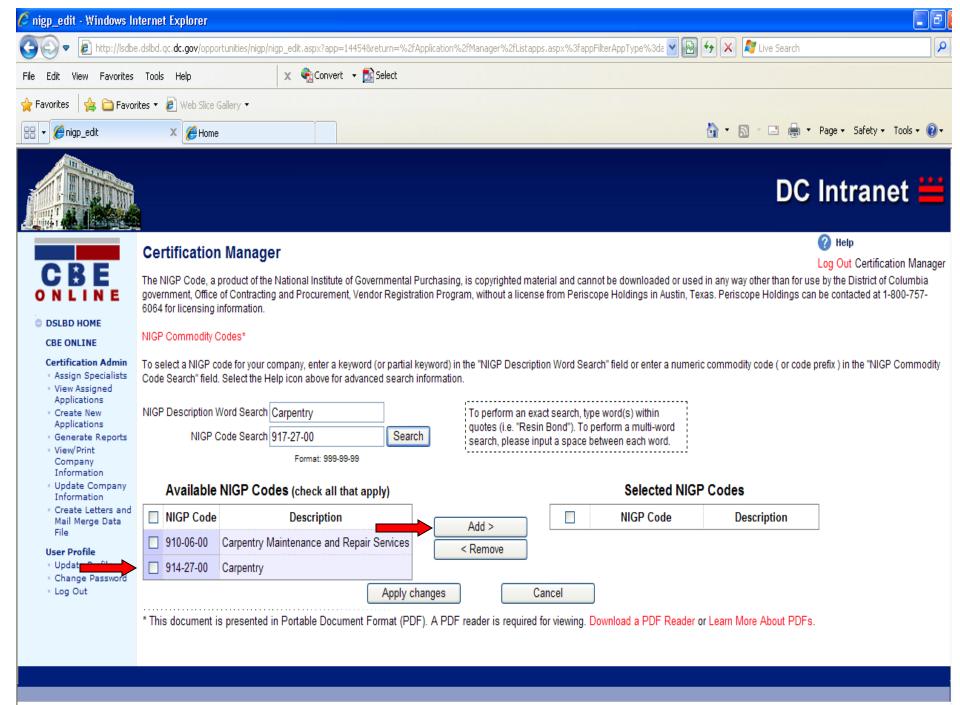
ne end of the application without e out.	Select "Upload		until all the required fields are filled
Step: 1 2 3 4 5 Fields marked with an asterisk (*) are requ	6 7 8 9 10 11 1 Items" to view	or begin to Upload Checklist Items	Reset Save & Continue >>
Indicate the CBE status for which you are applying* (Choose all that apply. At least one must be selected)	Local Business Enterprise (LDE) Disadvantaged Business Enterprise (DBE) Longtime Resident Business (LRB) Veteran-Owned Business (VOB)	□ Small Business Enterprise (SBE) □ Development Enterprise Zone (DZE) □ Resident Owned Business (ROB) □ Local-Manufacturing Business Enterprise	(LME)
Yes No	Does the business enterprise have any other af	ffiliated entities (e.g. parent company, subsidiary,	etc.)?
Business Structure*	Corporation Climited Liability Company	Partnership O Sole Proprietorship	
Business Identifier*	Federal Employer ID (FEIN) 234675890	Business Name:* CBE Orientation	
Business Location Address*	Street Address 1:* 441 4TH STREET NW City:* WASHINGTON State:* Distr	Street Address 2: Suite 850N rict of Columbia ▼ Zip Code:* 20001 -	
Business Contact Information	Business Phone:* 202 - 727 - 3900 Business Email Address:	Business Fax: Business Website Address:	
Principal Contact*	First Name:* Title:* Phone:*	Last Name:* Email Address:*	
Secondary Contact	First Name: Title: Phone:	Last Name:	

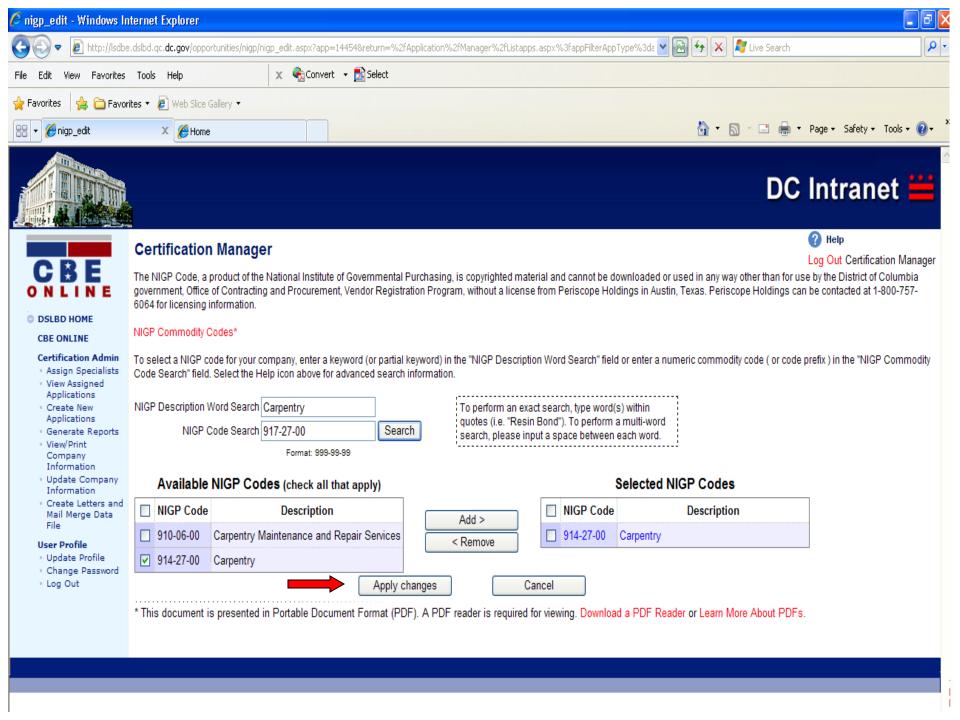


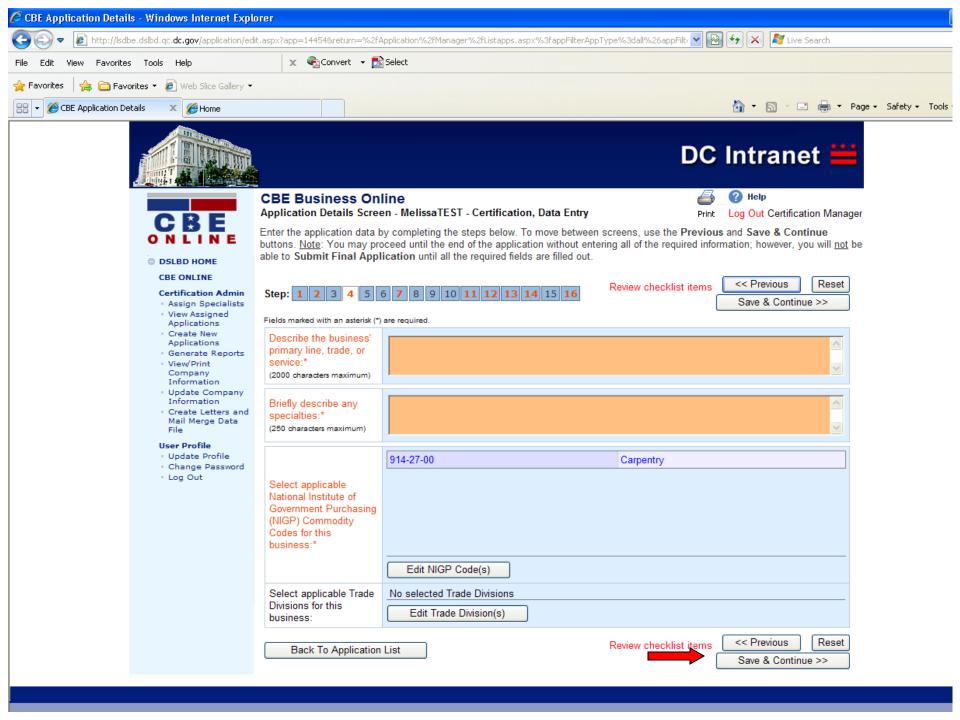


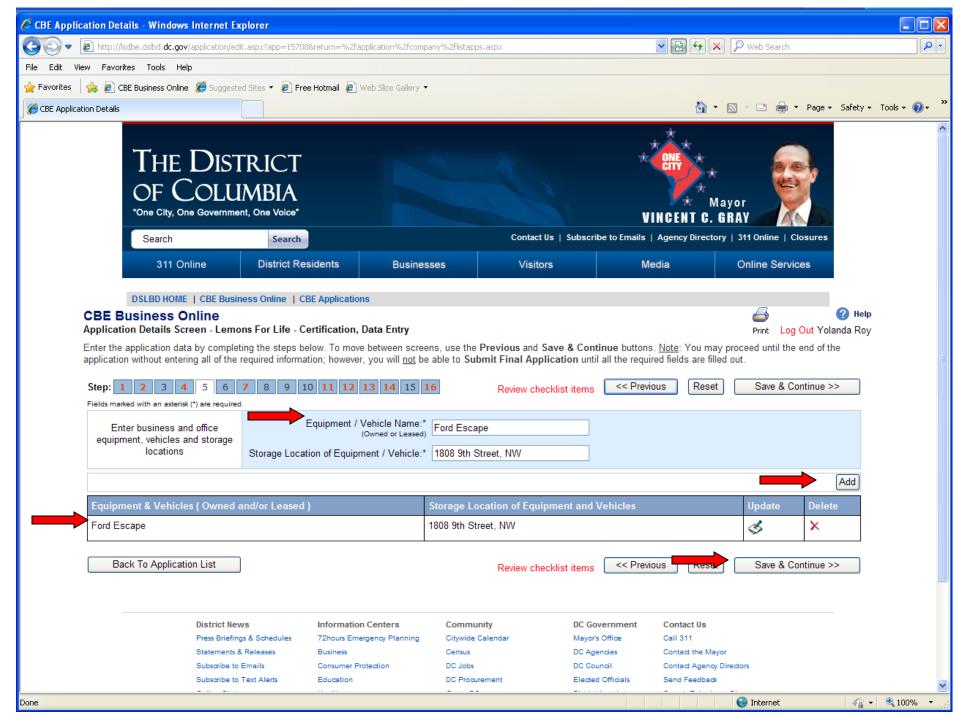


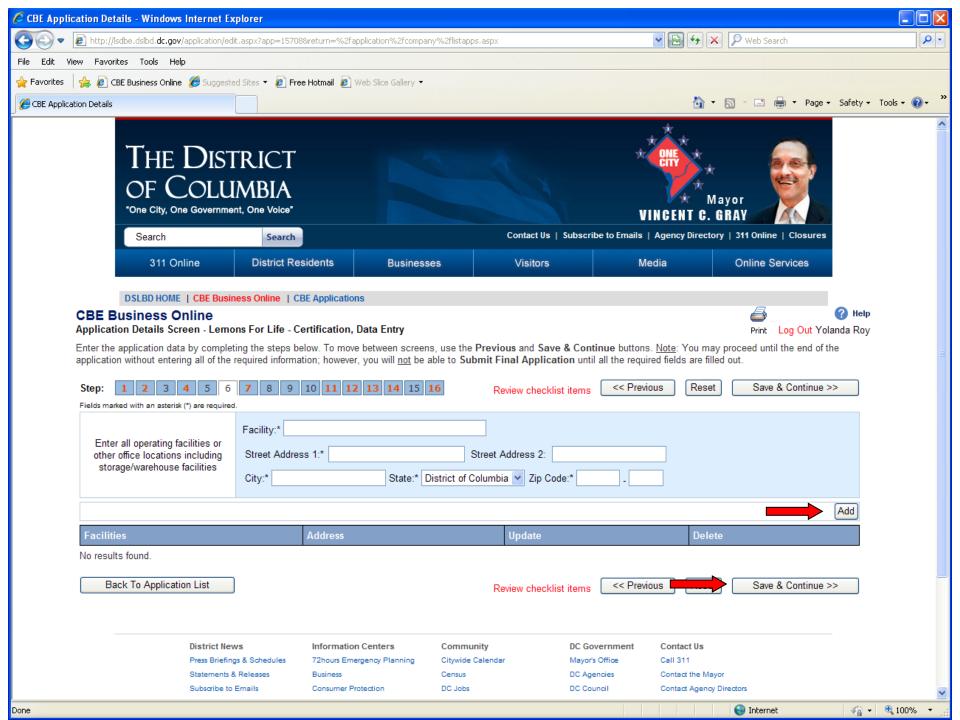


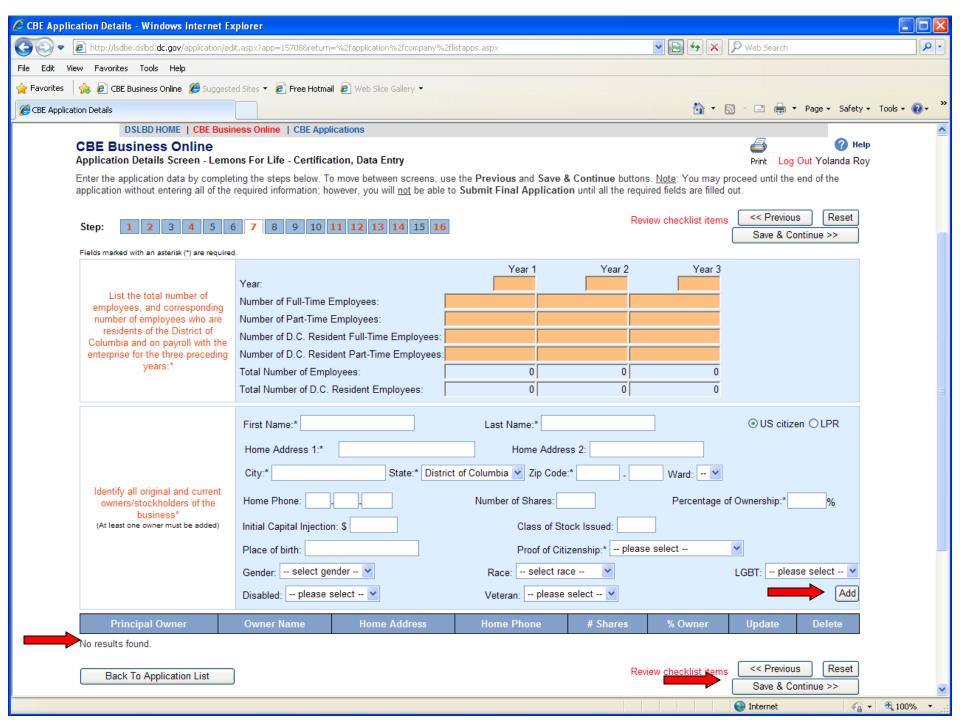


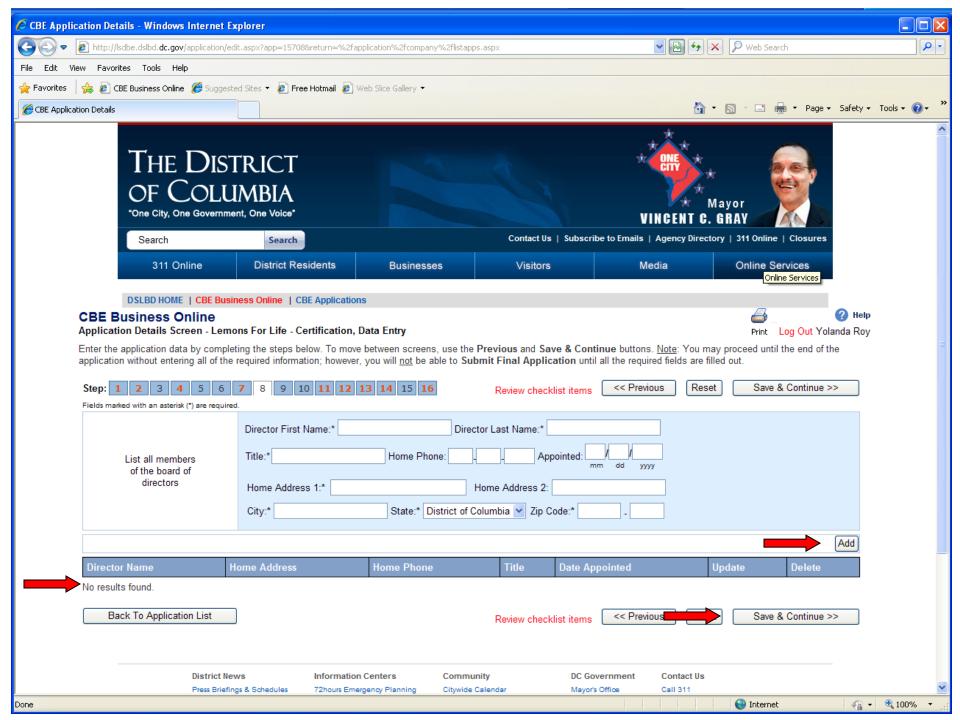


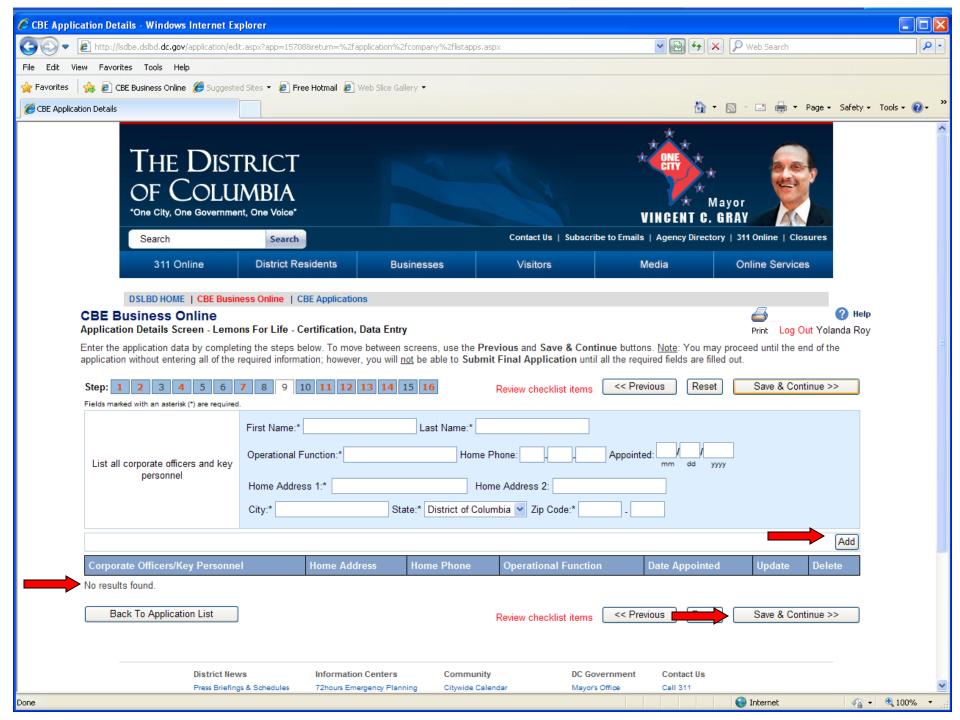


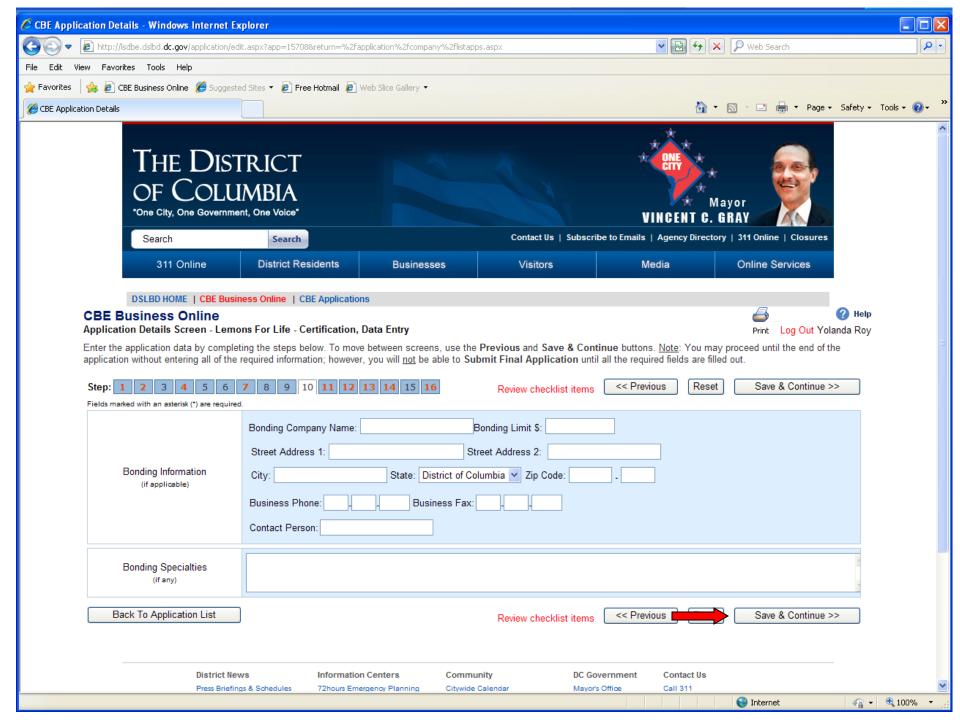








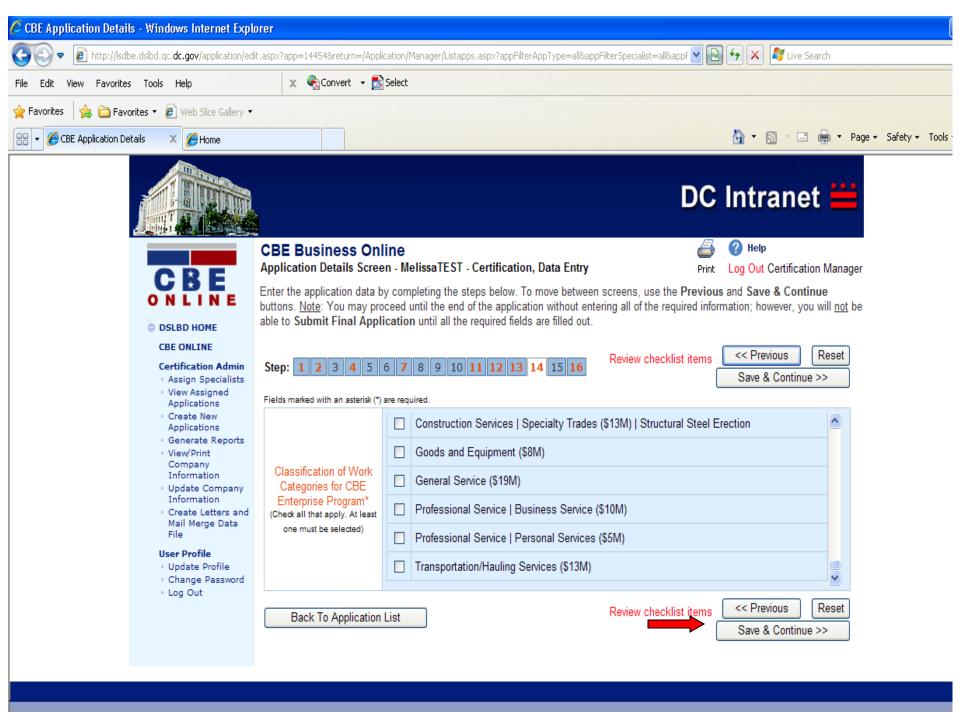


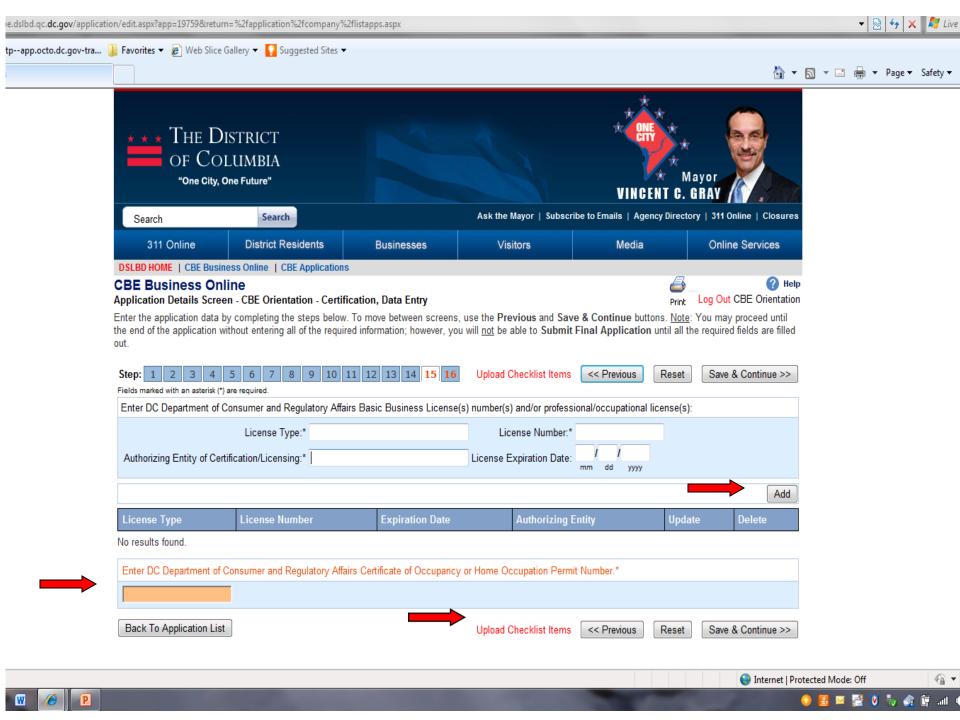


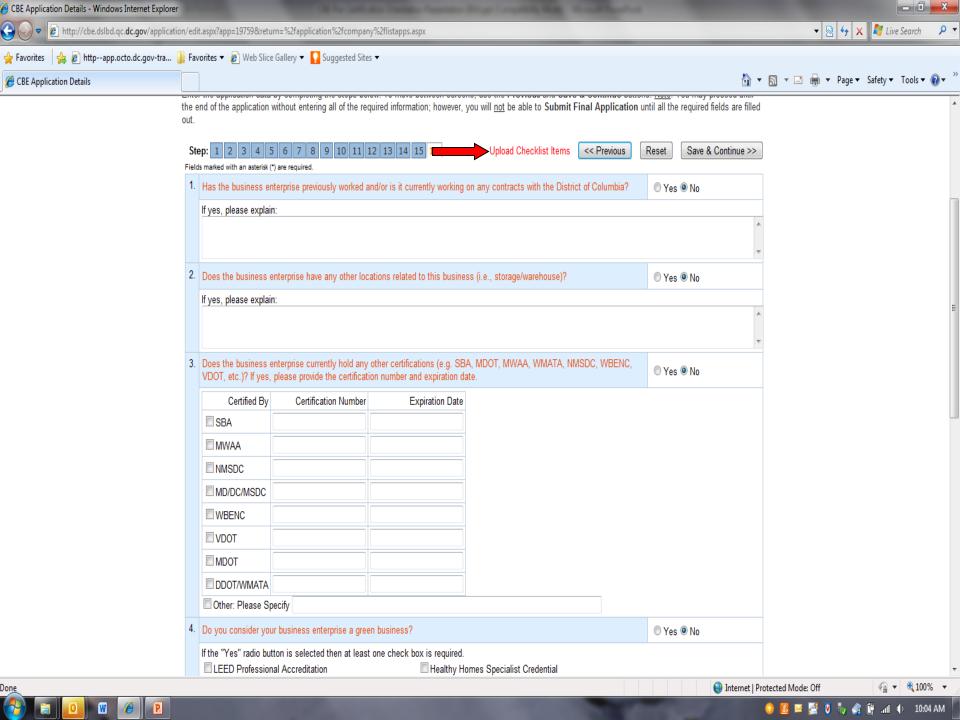


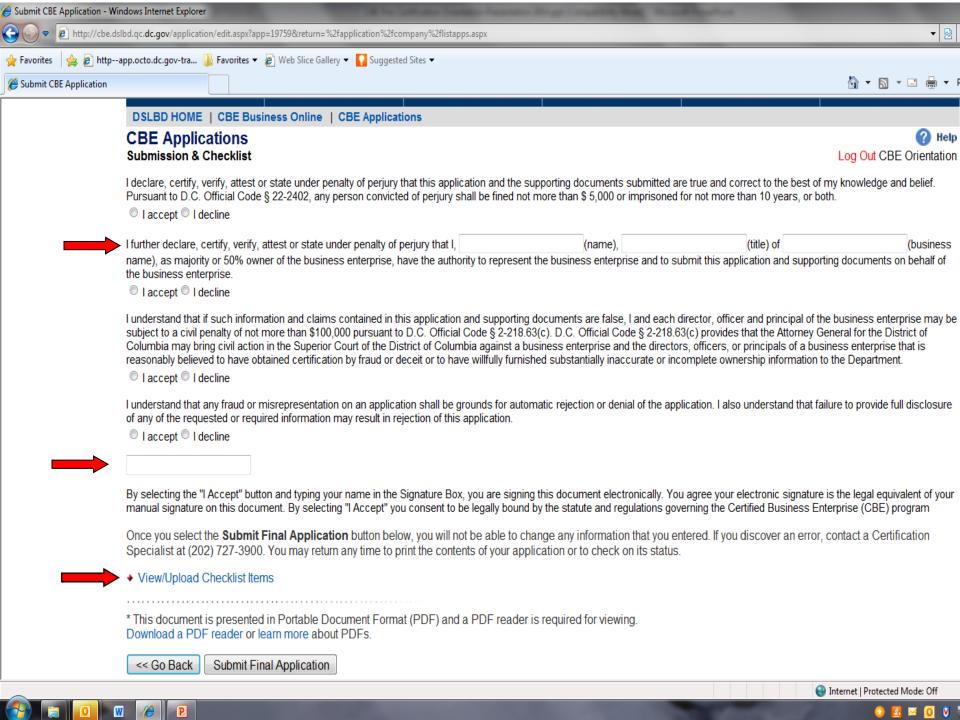


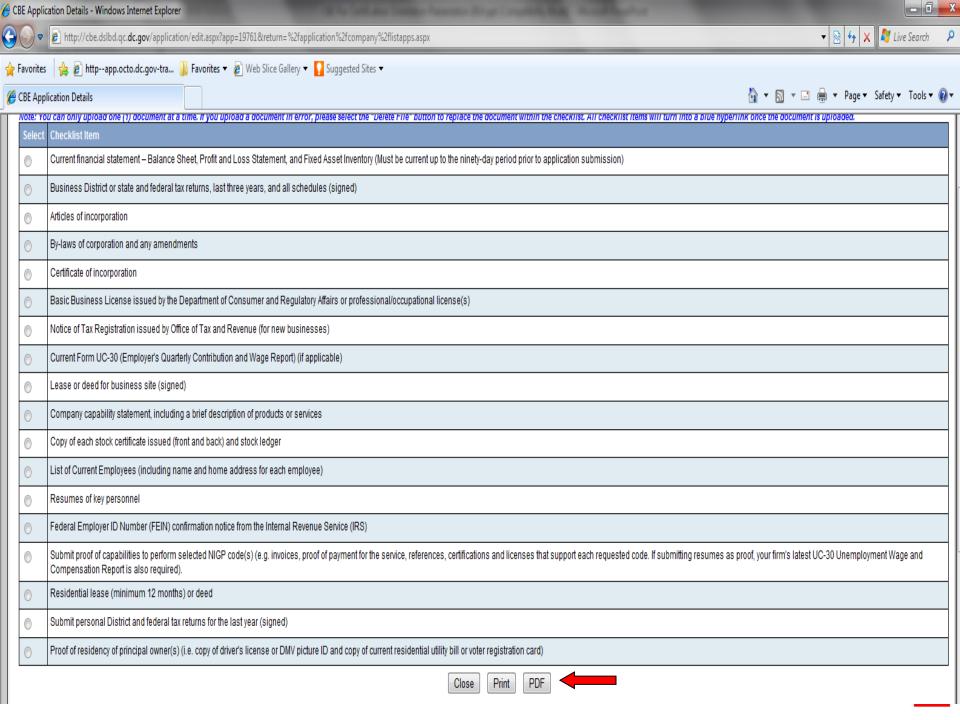


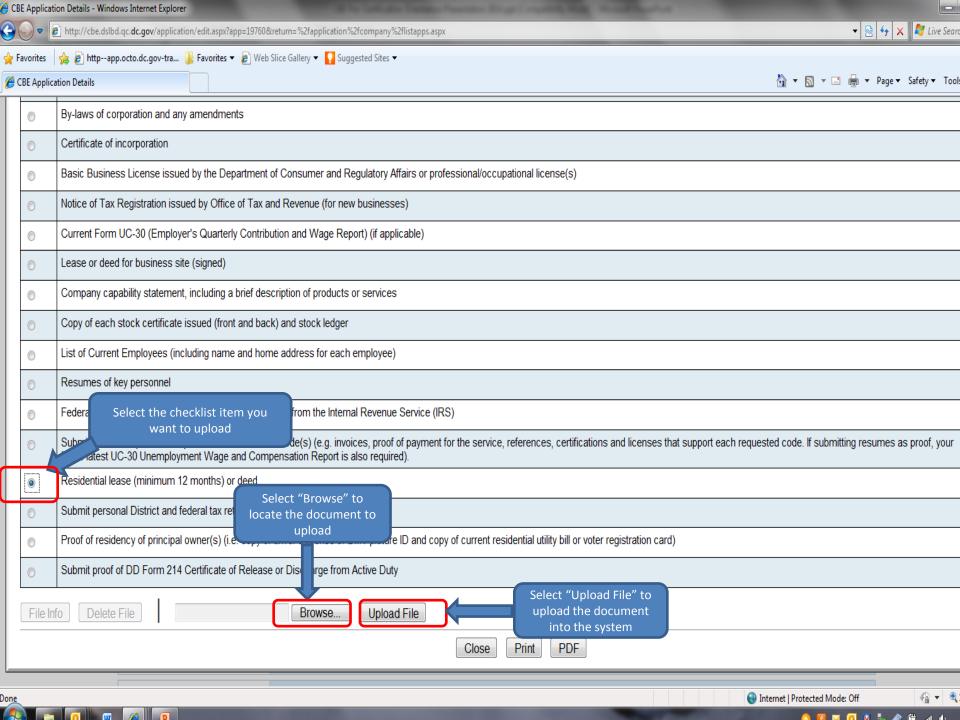


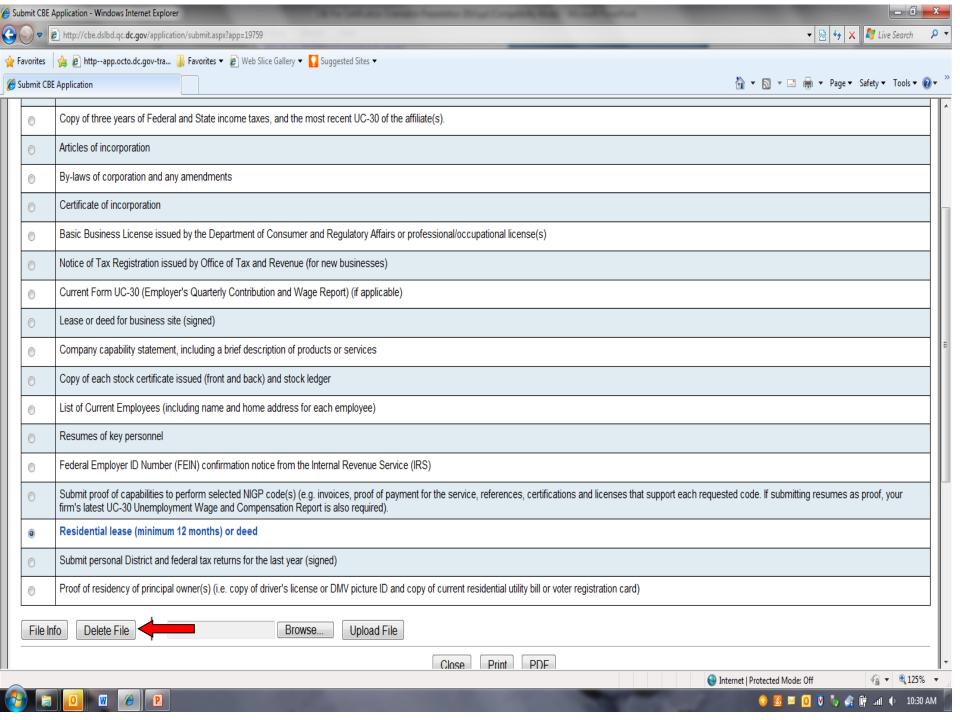


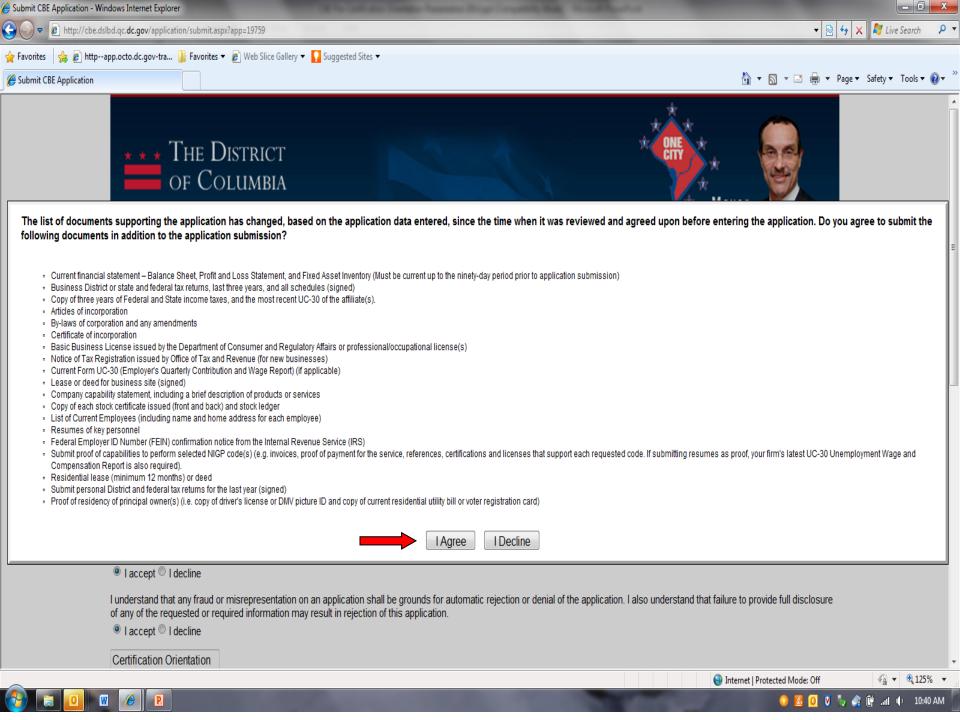


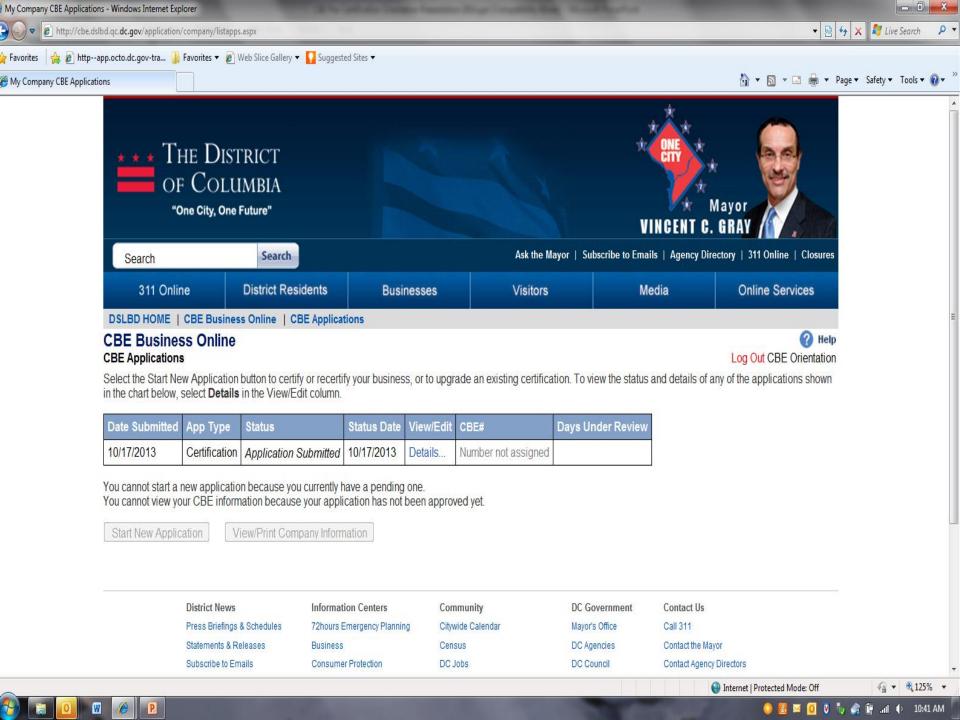


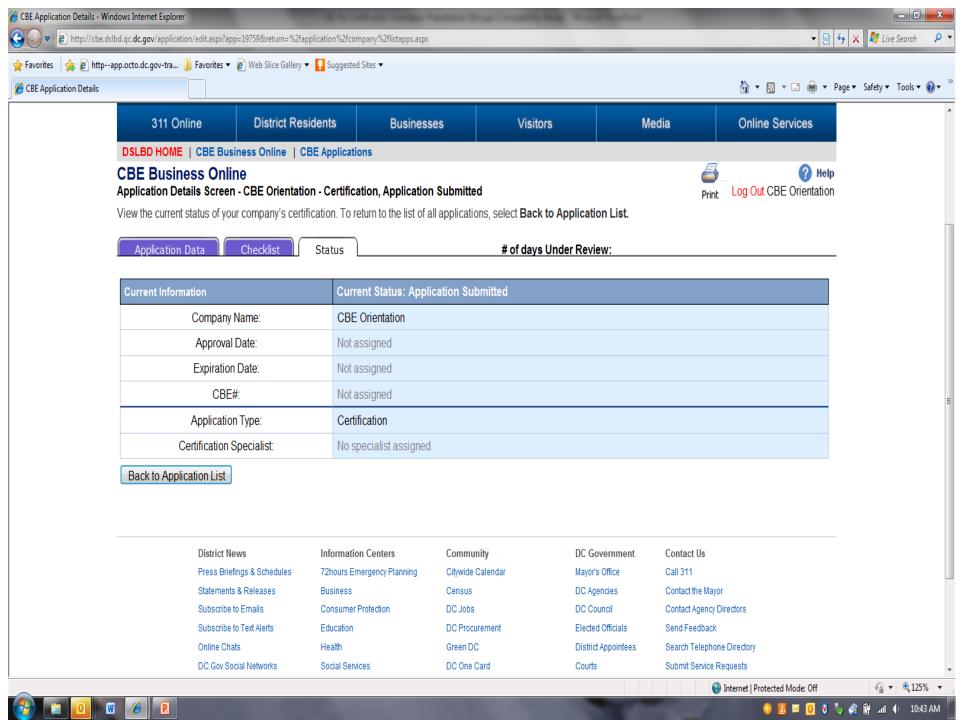


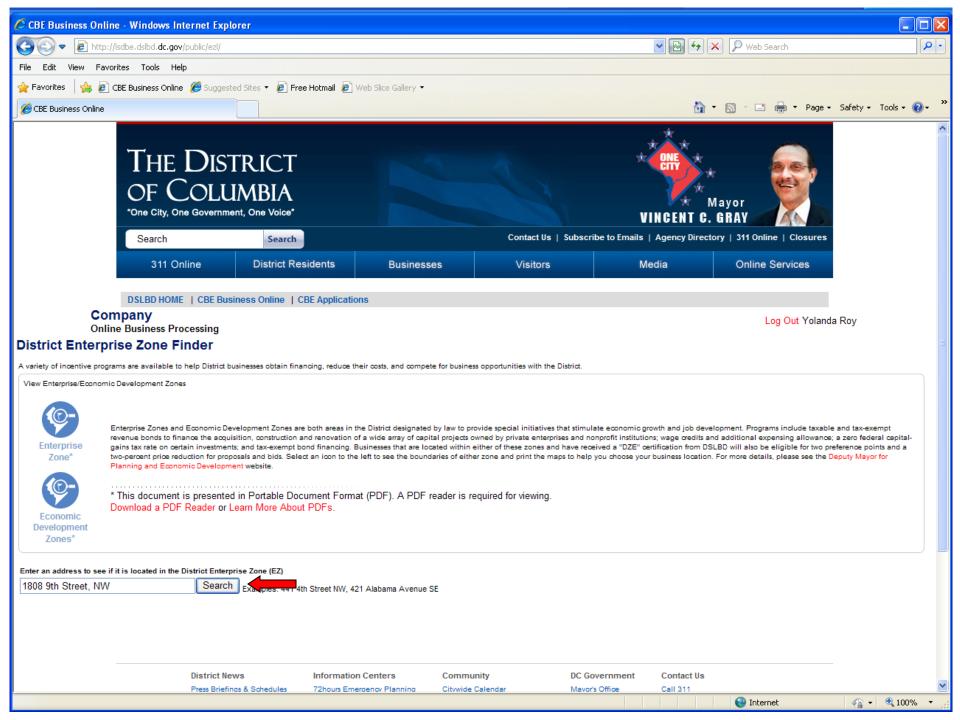


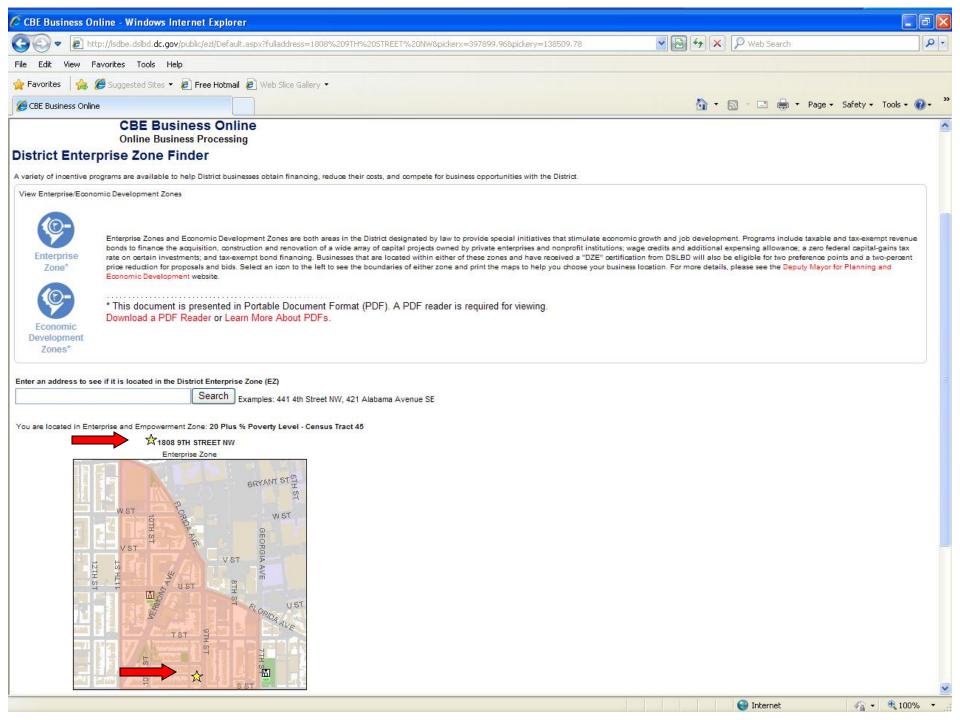
























The District of Columbia Small Business Resource Center (SBRC) is your gateway to information and services that can help you start and strengthen your business in the District. The SBRC is a partnership between the Department of Small and Local Business Development (DSLBD) and the Department of Consumer and Regulatory Affairs (DCRA). Through the SBRC, you can access trainings, workshops, seminars, one-on-one technical and educational.

DCRA
Jacqueline Noisette
1100 4th Street, SW

Jacqueline.noisette@dc.gov
(202) 442-8170 (Direct)

DSLBD
Shara Gibson
441 4th Street, NW
Shara.gibson@dc.gov
(202) 741-0836 (Direct)

http://bizdc.ecenterdirect.com



Frequently Asked Questions:

- 1. Is a non-profit eligible for certification? No.
- **2. How long is attendance to the orientation valid?** Attendance to CBE Seminar is valid for twelve (12) months.
- **3.** How long will the CBE certification process take? The CBE Certification Process can take up to forty-five (45) business days once you submit the application.
- **4. How long is my certification valid?** CBE Certification is valid for two (2) years. Companies must re-apply for recertification 45 days prior to their expiration date (online system sends a notification 90 days prior).
- 5. Does DSLBD grant reciprocity from other jurisdictions? No.
- 6. Does the owner of my business have to live in DC? No.
- 7. If my business is certified as a DBE or CBE by the DC Department of Small and Local Business Development (DSLBD), then are we already certified for DDOT's DBE program? No. DSLBD certification will help when you bid on contracts with District Government agencies. It has no bearing on federally funded highway projects.



- 8. Does DSLBD grant reciprocity from other jurisdictions? No.
- 9. Does the owner of my business have to live in DC? No.
- 10. How do I reset my username and password? Email Yolanda Roy (yolanda.roy@dc.gov) or Katina Bolden (katina.bolden@dc.gov), please include the name of your firm, notify us of any changes to the email address provided in the application, and ask for your login and password to be reset.

202-727-3900 cbe.feedback@dc.gov





Melissa Resil (Business Certification Manager)

Yolanda Roy (Business Certification Specialist)

Monica McCall-Matey (Business Certification Specialist)

Makita Haynes-Burks (Business Certification Specialist)

Corey Beasley (Business Certification Specialist)